

Position/title: Area Manager/Hungary
Job Location: Budapest (Hungary)
Industry Category: Sales and Marketing
Date Posted: 10/11/2006

Company Name: UNINET GLOBAL CONSULTING SLU

Type of Work: Full Time, or Part Time

Job Description:

Position Purpose:

-Responsible to help the Spanish companies from different sectors to sell in the local market.

Job Responsibilities:

- Normally the steps required are:

- a) Elaborate initial report in order to decide if the product/service has an opportunity in the market (chart tables, price analysis, competition, market surveillance, sales and imports in the market, etc.)
- b) Find lists of potential customers (importers, distributors, etc.)
- c) Contact and offer the product to the potential customers
- d) Meet with the potential customer and the supplier

- Other responsibilities:

- He/she should handle 7-9 projects in the same time (if it is full time). Every project normally lasts 3-4 months.
- In the future could be: Responsible for conducting customer sales meetings and conducting/monitoring field sales activities with select distributors' personnel
- Responsible for reporting to central office weekly about the performance and reports as requested
- May have additional Distributor Management/market responsibilities

Qualifications:

- Bachelor's Degree (preferred) or business/commercial background
- 2-5 years experience in field sales/distributor management/commercial
- Must have good communication skills (oral, written and presentation)
- Must be competent with MS Office (Excel, Word, etc)
- Must have good analytical skills and possess proven ability to build productive working relationships
- Must be able to travel as needed
- Must be self directed and motivated
- Languages: English Required and Spanish would be a plus

Contact Information:

Oscar Vilumara
UniNet Global Consulting SLU
Independencia 1B, 8-3
08225 Terrassa (Barcelona)
SPAIN
ovilumara@uninetglobal.com
fix. 00 34 937343064
mob. 00 34 690859594